<table>
<thead>
<tr>
<th>Stage of Change</th>
<th>Intervention</th>
<th>Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-contemplation</td>
<td>Motivational Int.</td>
<td>Move to contemplation</td>
</tr>
<tr>
<td>Contemplation</td>
<td>Motivational Int.</td>
<td>Move to determination</td>
</tr>
<tr>
<td>Determination</td>
<td>IPS</td>
<td>Set job goals</td>
</tr>
<tr>
<td>Action</td>
<td>IPS</td>
<td>Locate job</td>
</tr>
<tr>
<td>Maintenance</td>
<td>IPS</td>
<td>Maintain job</td>
</tr>
<tr>
<td>Relapse</td>
<td>Motivational Int. Problem-solve</td>
<td>Move to earlier stage</td>
</tr>
</tbody>
</table>
Motivational Interviewing

Enhancement technique for behavioral change through identifying and resolving ambivalence and discrepancies between verbal and behavioral actions.

- costs/benefits analysis
- discuss the readiness ruler
- engage with active listening
- promote change talk
- avoid arguments
- ask for permission
- support self-efficacy

(Miller & Rollnick, 2002)
Motivational Interviewing
Five Early Strategies

- Ask open-ended questions
- Listen reflectively
- Affirm
- Summarize
- Elicit self-motivational statements

What are these?: problem recognition, expression of concern, intention to change, optimism about change
Five Basic Principles of Motivational Interviewing

- Express empathy
- Develop discrepancy
- Avoid argumentation
- Roll with resistance
- Support self-efficacy